ESA POCs

BUSINESS & MODELING TOOLS	
CA BPwin/Erwin	David Bahary

COLLABORATION TOOLS	
Asychrony Envoke, Click to Meet	David Bahary

DATABASE MANAGEMENT	
Informix, Oracle	Diane Grim
Microsoft	Linda Greenwade
Sybase	David Bahary

ENTERPRISE ARCHITECTURE TOOLS	
IBM Rational, Popkin	David Bahary

ENTERPRISE MANAGEMENT	
CA Unicenter, Citrix	Diane Grim
MS Premier Support, NetIQ	
Merant, Telelogic	Peggy Harpe

ENTERPRISE RESOURCE PLANNING (ERP)	
DSG	Peggy Harpe
Oracle	Diane Grim
Peoplesoft	Steve Thompson
SAP	Linda Greenwade

INFORMATION ASSURANCE TOOLS	
McAfee, Symantec, TrendMicro	Vera Thompson
SecureInfo, Xacta	Susan Kirkland

OFFICE SYSTEMS		
HiSoftware,	Microsoft	Linda Greenwade
Adobe, DataKey, Litronic, Spyrus		Steve Thompson
Netscape		Vera Thompson

OPERATING SYSTEMS	
Novell	Peggy Harpe
Sun	Vera Thompson

RESEARCH & ADVISORY SERVICES	
Gartner	Peggy Harpe

SYSTEMS INTEGRATION SERVICES	
Accenture, Bearing Point, CSC,	Linda Greenwade
Deloitte, IBM	

"The ESI's effectiveness in meeting its objectives lies in its ability to increase the number of DoD organizations using DoD ESA, achieve significant cost reductions from current prices, satisfy DoD organizations' requirements, and locate funding to support DoD enterprise software agreements."
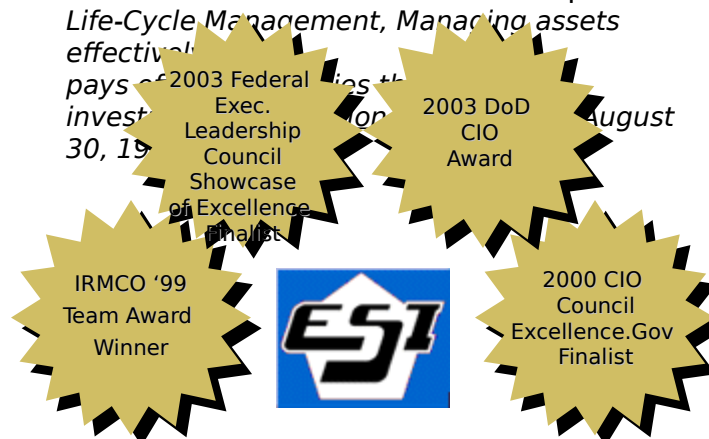
SOFTWARE ASSET MANAGEMENT

The DoD CIO is establishing a DoD-wide software asset management framework as a comprehensive approach to managing the Department's COTS software assets. Prime focus is on tracking and managing the software license, to enable smarter enterprise acquisition decisions.

SAM DRIVERS

- DoD Business Initiative Council objective to "…improve the efficiency to operations, and allow savings identified to be reallocated to higher priority efforts…". See Memos of July 3, 2001 and September 19, 2001
- Revolution in Business Affairs
- Clinger-Cohen Act of 1996
- GPRA of 1993
- Executive Order 13103, Computer Software Piracy
- Changing Cultural View of Software Ownership (Asset vs. Expense)
- Failing to manage software assets effectively can lead companies to overbuy licenses on as much as 60% of their software portfolio. *Life-Cycle Management, Managing assets effectively pays off… implies th… invest…tion… August 30, 19…*

2003 Federal Exec. Leadership Council Showcase of Excellence Finalist

2003 DoD CIO Award

IRMCO '99 Team Award Winner

2000 CIO Council Excellence.Gov Finalist

ESI

www.don-imit.navy.mil/esi

2004

DoD Enterprise Software Initiative

POINT & CLICK IT SHOPPING AT THE LOWEST COST

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Brought to you by:
The DoD Enterprise Software Team

ESI

DEPARTMENT OF DEFENSE
ENTERPRISE SOFTWARE INITIATIVE

PURPOSE

Maximize Department of Defense (DoD) buying power by acquiring and managing commercially available information technology and selected services on a DoD-wide basis. Establish Software Asset Management Framework, and the Virtual IT Marketplace, to finally achieve "point and click information technology shopping at lowest cost".

ESI METHODOLOGY

The ESI Working Group is comprised of members from the major DoD Components, and is chaired by an OASD(NII)/CIO staffer, and co-chaired by a Service (Navy, Army, or Air Force) Working Group representative. DoD Component executive agents appoint a Software Product Manager (SPM) to consolidate requirements and develop a business case, negotiate best-value deals, and administer the resulting agreements.

WHY USE ENTERPRISE AGREEMENTS?

- Best prices in DoD.
- Specified by DFARS and the DoD 5000 series.
- Market leading, high-demand commercial software products
- JTA compliant products promote interoperability
- Encourage competition among software OEMs and resellers
- ESI Software Product Managers recoup administration costs

www.don-imit.navy.mil/esi

DoD-WIDE POLICY BASICS

- DoD, Army, Air Force and Navy policies mandate use of ESI. Check www.don-imit.navy.mil/esi for latest agreements and policy specifics
- Must buy from existing ESI inventory first
- Must compare pricing, Terms & Conditions on ESI agreements before buying from other sources or creating new buying vehicles
- Acquire & manage commercial software as DoD asset; aggregate requirements!
- DoD Contractors should be encouraged to use ESI agreements IAW FAR 51.101
- Enterprise Software Agreements (ESA) are the buying vehicles through which ESI products support every mission

PRODUCT CATEGORY	LEAD & SPM
Business & Modeling Tools	Army
Collaboration Tools	Army
Database Management	Army
Enterprise Architecture Tools	Army
Enterprise Management	Air Force
Enterprise Resource Planning	Navy
Info Assurance Tools	Air Force
Office Systems	Navy
Operating Systems	DISA
Records Management	Air Force
Research and Advisory Services	Navy
Systems Integration Services	Navy

SUCCESS STORIES

- Single DoD-wide agreement for Microsoft desktop and server products!
- DoD Business Initiative Council "Quick Hit Initiative". Software Asset Management Framework, and Virtual IT Marketplace projects authorized.
- CAC Middleware agreements now in place.
- Section 508 (Rehabilitation Act) software at up to 40% off GSA FSS

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